

# DEPARTMENT OF BANKING AND INSURANCE

NEW JERSEY REAL ESTATE COMMISSION  
P. O. BOX 328  
TRENTON, NJ 08625-0328

609-292-8300 Ext. 50137 or 50113

TO: Applicants for Waiver of the Education Requirement For  
Licensure as New Jersey Real Estate Salesperson

FROM: Bureau of Real Estate Education

RE: Salesperson Education Waiver Criteria

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The law which establishes the requirement for licensure as a New Jersey real estate salesperson provides: "As a prerequisite to admission to an examination, every individual applicant for licensure as a real estate salesperson shall give evidence of satisfactory completion of 75 hours in the aggregate of such courses of education in real estate subjects at a school licensed by the Commission as the Commission shall by regulation prescribe. At least three hours of that course of study shall be on the subjects of ethics and ethical conduct in the profession of a real estate salesperson." N.J.S.A. 45:15-10.1.

N.J.S.A. 45:15-10.2 and N.J.A.C. 11:5-2.1(e) provide for the waiving of this requirement in the following cases:

- (1) Applicants for licensure as a broker or salesperson who have held a real estate broker's license issued by another state and who were actively engaged in the real estate brokerage business for three years or more immediately preceding the date of application;
- (2) Applicants for licensure as a broker who are attorneys at law admitted to practice in the State of New Jersey and applicants for licensure as a salesperson who are attorneys at law admitted to practice in New Jersey or in any other state at the time of making application;
- (3) Applicants for licensure as a salesperson who have earned a college degree from any accredited institution of higher education, provided that:
  - i. The total number of college level classroom hours devoted to real estate and related subjects was 75 or more and such courses were completed within three years of making application; or

- ii. The applicant received a bachelor or associate degree in real estate regardless of how long prior to their application for a waiver they received that degree; or
- iii. The applicant satisfactorily completed 75 or more classroom hours of course work in real estate or related subjects, at least 45 hours of which consisted of instruction on real estate conducted as part of a post-graduate program and that such post-graduate studies were completed within three years of making application.

(4) Applicants for licensure as a salesperson who hold or held a real estate license issued by another state, provided that

- i. The applicant has satisfactorily completed a prelicensure course of real estate education at a proprietary school, college or university in that other state;
- ii. The prelicensure course was sanctioned by the real estate licensing authority of that state;
- iii. The total number of classroom hours included in the course was 75 or more;
- iv. The applicant qualified for licensure in that state by examination; and
- v. The applicant was actively licensed in that state within three years of applying for the waiver.

(5) Applicants for licensure as a salesperson who previously held a license as a New Jersey real estate broker and whose last license expired more than two but less than five years prior to making application.

In addition, if you are an honorably discharged disabled veteran and a citizen of New Jersey and have completed at least 75 course hours of study in real estate at an accredited college or university for credit, you will qualify for a salesperson education waiver. See N.J.S.A. 45:15-11 and N.J.A.C. 11:5-2.1(a).

If you have any questions regarding the aforementioned waiver criteria, please contact the Education section at (609) 292-8300 Ext. 50137.

PLEASE SEND COMPLETED APPLICATION, FEE AND APPROPRIATE DOCUMENTATION TO LINDA PICA-CARUCCI AT THE ADDRESS INDICATED ABOVE.

Revised 10/03